

## Message Text

UNCLASSIFIED

PAGE 01 LA PAZ 05891 252221Z

63

ACTION XMB-04

INFO OCT-01 ARA-10 ISO-00 AID-05 CIAE-00 COME-00 EB-07

FRB-01 INR-07 NSAE-00 USIA-15 TRSE-00 OPIC-06 SP-02

CIEP-02 LAB-04 SIL-01 OMB-01 CAB-05 DODE-00 DOTE-00

FAA-00 SS-15 NSC-05 L-03 /094 W

----- 069252

P 252130Z AUG 75

FM AMEMBASSY LA PAZ

TO SECSTATE WASHDC PRIORITY 7794

UNCLAS LA PAZ 5891

E.O. 11652: N/A

TAGS: EFIN, EAIR, BL

SUBJ: LAB PRESIDENT TO VISIT EXIM

REF: LA PAZ 5395

1. MARIO PATINO, PRESIDENT LLOYD AEREO BOLIVIANO (LAB), ADVISED EMBOFFS AUGUST 25 HE PLANNING MEET WITH EXIM BANK OFFICIALS IN WASHINGTON AUGUST 26 TO DISCUSS FINANCING BOEING 727-200. HE WILL BRING WITH HIM TRAFFIC PROJECTIONS AND FINANCIAL DATA. HE SAID TRAFFIC PROJECTED TO INCREASE AT 22 PERCENT ANNUAL RATE BUT INCOME PROJECTIONS BASED ON 10 PERCENT INCREASE. ACCORDING TO ACCOUNTING REPORT FOR 1974 GIVEN TO EMBASSY, LAB MADE NET PROFIT OF US\$ 1.04 MILLION ON OPERATING INCOMES OF US\$ 11.78 MILLION IN 1974. LAB'S BALANCE SHEETS FOR JANUARY AND FEBRUARY (LATEST MONTHS AVAILABLE) SHOWED SIGNIFICANTLY GREATER PROFIT AIDED BY FARE HIKE ALLOWED BY GOB IN EARLY JANUARY. FARE INCREASE, WHICH WAS PERMITTED EVEN THOUGH GOVERNMENT HAD JUST FROZEN ALL OTHER PUBLIC SERVICE PRICES, SHOWS GOB COMMITMENT TO LAB'S FINANCIAL STRENGTH.

2. WE UNDERSTAND FIRST NATIONAL CITIBANK OF NEW YORK INTERESTED IN FINANCING 45 PERCENT OF 727-200. LOCAL UNCLASSIFIED

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CITIBANK BRANCH ASSISTANT MANAGER ADVISED EMBASSY THAT

BRANCH HERE MIGHT ALSO BE INTERESTED IN PARTICIPATING  
IN FINANCING BUT COULD NOT GO BEYOND SEVEN-YEAR PERIOD.

3. PATINO CARRYING WITH HIM JUST COMPLETED STUDY WHICH BY  
TRAFFIC AND CASH FLOW ANALYSIS MAKES CASES FOR PURCAHSE  
OF NEW 727-200. EMBASSY HAS JUST RECEIVED DOCUMENT AND  
HAS NOT ANALYZED IT IN DETAIL, BUT IT SEEMS HIGHLY PLAUSIBLE  
TO DEGREE PROJECTIONS BASED ON INCREASED TRAFFIC ON LAB'S  
DOMESTIC TRUNK ROUTES AND INTERNATIONAL ROUTES, ESPECIALLY  
NEW MIAMI-PANAMA-SANTA CRUZ CONNECTION.

PARKER

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## Message Attributes

**Automatic Decaptoning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** AIRCRAFT, PROCUREMENT, LOANS, VISITS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 25 AUG 1975  
**Decapton Date:** 01 JAN 1960  
**Decapton Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Subject:** LAB PRESIDENT TO VISIT EXIM  
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**To:** STATE  
**Type:** TE  
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